

Business Development Representative (Independent Contractor) - Reputation Management

Company: Message Design (messagedesign.com)

Location: Multiple options available in Denver Metro Area & Colorado Springs Metro area and more

Start: Immediate

Compensation: Base pay + bonus per close + residual income while clients remain active and travel budget

The Opportunity TL/DR

This is not a typical sales job. You are stepping into a future-forward role where you bring the latest AI tools to real local businesses and show them, in minutes, how to win in a world where Google reviews decide who gets chosen. You will be out in the real world meeting owners, building relationships, and building a community of businesses using Message Design to level up their reputation and visibility.

You will work independently, set your own pace, and build your own pipeline. The days move fast, the conversations are different every time, and you are never stuck behind a desk. If you like autonomy, social energy, and a role where your effort directly maps to results, you will love this.

The earning potential is enormous because you get paid three ways: base pay, bonuses for each close, and residual income that keeps paying you as long as your clients stay active. The better you are at building trust, closing the right-fit businesses, and setting them up to win, the more your income compounds over time.

Message Design is also a genuinely fun team to build with. You will get real support: training, talk tracks, demo assets, and a clear handoff process so you can focus on what you do best. We move fast, we keep it simple, and we care about doing great work for local businesses. If you want a role where you are trusted, backed up, and surrounded by people who are building something modern and exciting, you will fit in here.

About Message Design

Message Design provides a focused reputation management system that helps local businesses generate more 4 and 5-star Google reviews using the latest AI tools. Our system automates review requests, follow-up, and customer messaging so businesses increase

visibility on Google Maps to earn trust faster, and consistently win (and retain) more new customers.

Who we serve

Local, review-dependent businesses including:

- Restaurants, cafes, coffee shops, bakeries, and food trucks
- Barbershops, hair salons, nail salons, spas, and massage studios
- Tattoo and piercing studios
- Gyms, fitness studios, yoga and pilates studios
- Dental clinics, orthodontists, chiropractors, and physical therapy clinics
- Optometrists and other local clinics
- Auto repair shops, tire shops, detailing, and car washes
- Cleaning companies (residential and commercial)
- Pet groomers, dog trainers, and veterinary clinics
- Local retailers and specialty shops (boutiques, florists, etc.)

The opportunity

For most local businesses, getting seen on Google Maps is not optional. It is survival.

They feel the pain every day:

- They lose customers to competitors with stronger review profiles
- They watch great service go unrecognized because customers forget to leave reviews
- They know reviews drive calls, bookings, walk-ins, and revenue, but they do not have a reliable system to generate them

Most businesses rely on word of mouth, a simple QR code, or nothing at all. They might ask casually at checkout, put a sign on the counter, or send one-off requests inconsistently. Then they hope customers follow through. The result is predictable: low volume, inconsistent reviews, and visibility that stalls.

Message Design provides an AI-driven, next level system that:

- Requests reviews at the right time
- Follows up automatically so customers actually complete the review
- Supports specials or incentives to increase response rates
- Works across multiple access points (QR code, website widget, business links, social profiles, messaging channels)

Responsibilities

You will own the sales cycle end-to-end:

- Identify and prioritize businesses to pursue in your territory
- Prequalify business, perform a site visit and connect with the decision maker
- Deliver a clear demo of the Message Design reputation management system
- Run a real follow-up process (multiple touchpoints expected) and keep deals moving
- Close new subscriptions
- Hand off new clients to the internal Message Design team using our pipeline and internal messaging inside the platform

What success looks like

- Consistent outbound activity (visits, conversations, demos, follow-ups)
- Strong close rate with qualified businesses
- Clean handoffs to onboarding team that set clients up for long-term retention and protect your residual income

Ideal candidate

- Entrepreneurial, self-directed, and comfortable working independently
- Builds rapport quickly and nurture lasting relationships
- Understands the clear ROI for service businesses and can explain value in plain language
- Organized with follow-ups and pipeline management
- Technology / Online platform savvy (e.g. SaaS)
- Previous experience in business development is a plus

Tools and support

- Bring your own laptop and smart phone
- We provide every you need for success: training, demo assets, talk tracks, and real time support and feedback from the team

How to apply

Send us:

- Short summary of
 - Any relevant Business Development experience
 - Why this role fits your style (in-person selling, follow-up, relationship building)
- Your LinkedIn profile
- Your honest opinion about Google Reviews
- Weekly availability (hours) and when you can start

Email: admin@messagedesign.com

With the subject: **[your full name] wants to kill it for MD as a BD Rep in Colorado**

